

FTI Consulting

# Export Controls and Sanctions Offering

## OFFERING ENHANCES CAPABILITIES IN AREA OF INCREASING FOCUS FOR GOVERNMENTS AND REGULATORS

FTI Consulting's export controls and sanctions offering is a truly global service that operates seamlessly across all jurisdictions and industries to provide timely, comprehensive and practical advice. We help our clients navigate the complexity of export controls and sanctions compliance by simplifying them into manageable, actionable, and auditable internal controls. Our consultants provide insight into the possible interpretations of new sanctions based on foreign policy and national security priorities. We help clients comply with export controls and sanctions laws by carrying out due diligence, preparing licenses and licensing strategies, designing risk models using advanced data analytics, developing practical policies and procedures, and crafting training programs that correspond to the culture and risk-profile of their business.



The Export Controls and Sanctions offering at FTI Consulting includes

- Compliance program assessment and design
- Implementation and remediation
- Investigations and disclosures
- Independent monitoring or related support services
- Supply chain and third-party risk management
- Trade control audits and reviews
- License application preparation and license management support
- De minimis calculation analysis
- Deemed export control reviews
- Wind-down support for sanctioned country operations
- Compliance crisis management

Our team has extensive experience helping U.S. and non-U.S. companies cope and comply with global export controls and sanctions laws including U.S., UK, EU, UN and Chinese export controls and sanctions regulations on the transfer of goods, technology, software, services and information to foreign nationals and foreign destinations. We understand policy considerations that affect licensing decisions and the agency procedures that drive regulatory interpretations, decision-making and enforcement.

We routinely monitor regulatory and legislative developments taking shape throughout the world, including Washington, London, Brussels, and Beijing. We provide advice on the extraterritorial impact of U.S. export controls and sanctions on non-U.S. business transactions, counsel clients on the U.S. anti-boycott regulations, and provide advice on designing compliance programs that incorporate leading practices based on the latest export controls and sanctions requirements, as well as regulator expectations.

We have in depth experience helping multinational companies determine which export controls and sanctions laws apply to their products throughout the life cycle of their business. For example, if you manufacture your product in Asia or Europe for export to Africa but it incorporates certain U.S. content, you may be subject to U.S. laws, local laws, and the laws of the countries through which your product transits on its journey to its ultimate destination.

#### About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. For more information, visit [www.fticonsulting.com](http://www.fticonsulting.com) and connect with us on Twitter (@FTI\_FLC), Facebook and LinkedIn.

## CONTACTS

FTI Consulting's Export Controls and Sanctions offering is led by **Matthew Bell**.



**MATTHEW BELL**  
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Matt Bell specializes in international trade compliance including export controls, economic sanctions, antiboycott, and related U.S. and global regulations.

Mr. Bell helps his clients build or enhance their trade compliance programs through procedural enhancements, audits, and trainings that are properly benchmarked to leading practices. Mr. Bell also has experience overseeing large and highly complex global investigations in some of the most challenging regions of the world. His specialization is honed through his experience as a senior in-house counsel for several organizations that committed significant resources to designing and implementing world-class trade compliance programs. As a result, he advises his clients from a unique perspective that balances compliance with these highly complex laws and regulations with the practical realities of implementing his advice in the day-to-day operations of the company.



**JOHNNY XIE**  
**MANAGING DIRECTOR**

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Johnny Xie is based in Shanghai and is an expert in export controls, economic sanctions, international trade strategy and customs affairs.

With respect to export controls and economic sanctions, Johnny is one of the earliest pioneers and the most experienced professionals in China. With a solid understanding of multilateral export control regimes, as well as the U.S. export control system, Johnny has been actively engaged for more than 12 years in helping China's regulatory bodies and trade communities develop and improve their export and trade control policies, regulatory implementation, enforcement mechanisms and compliance practices. Johnny regularly assists companies with their trade compliance strategic reviews, export control and sanctions audits and internal controls program development. Both multi-national companies and domestic Chinese companies benefit from his services that are recognized as systematic, practical and useful.